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## Upward trend forecast for real estate industry

With an increase in the number of real estate licensees across the board, the highest number of new licensees in a fiscal year since 1993, the real estate industry appears to have weathered the devastating events of September 11, 2001, and industry professionals are looking forward to brisk sales and a continued upward trend in the industry as a whole.

Hawaii boasts a total of about 15,000 licensees of which 66% are on active status. Sixty percent of licensees reside on the island of O'ahu. The island of Maui accounts for 15.25% of the overall total. In the last fiscal year, the upward trend of more licensees continued.

Although the number of broker exam candidates decreased slightly, the total number of licensing examination candidates, brokers and salespersons, increased 18.5%.

There were 11 notices received relative to the Real Estate Recovery Fund, but no payments for claims were made in fiscal year 2002. Thirty-eight licensees were disciplined including three (3) licensees who had their license suspended, and seven (7) licensees who had their license revoked. General brokerage complaints accounted for 42% of disciplinary actions filed, and property management complaints comprised 29% of the disciplinary actions.

Hawaii does not have specialty areas of real estate licensure as some mainland states do. The Hawaii real estate license allows the licensee to engage in all forms of real estate activity which includes property management, commercial real estate, and residential real estate.

The Regulated Industries Complaints Office (RICO) receives, investigates and prosecutes complaints against real estate licensees for violations of laws and rules. Complaints have been on a general decline since 1990, and this year, after a slight rise in FY 2001, again declined by 40%. RICO received 100 real estate complaints in FY 2002, compared to 140 in FY 2001.

While allegations of violations of specific laws and rules are made, there are far less violations found or admitted in a case. In disciplinary actions that are concluded by settlement agreement, there often is no admission of violations.

The four (4) specific statutory violations that were alleged most often and found or admitted most often are:

§ 467-1.6, Hawaii Revised Statutes (HRS), "The Principal broker shall have direct management and supervision of the firms and its licensees."

§467-14(7), HRS, "Failing, within a reasonable time, to account for any moneys belonging to others which may be in the possession or under the control of the licensee;"

§467-14(13), HRS, "Violating this chapter, chapters 484, 514A, 514E, or 515, or section 516-71, or the rules adopted pursuant thereto."

§467-14(1), HRS, "Making any misrepresentation concerning any real estate transaction."

Violations found or admitted of Chapter 99, Hawaii Administrative Rules (HAR), are also far less than the number of allegations made in complaints. The four (4) specific rule violations that were most often found or admitted are:

§ 16-99-5, HAR, "Notification and filing of names, addresses, and changes."

§ 16-99-7, HAR, "Renewal of License."

§ 16-99-3(f), HAR, "Licensee shall see that financial obligations and commitments are in writing."

§ 16-99-3(b), HAR, "Licensee shall protect the public from fraud, misrepresentation, or unethical practices in the real estate field."

### ***On-line renewals: way to go***

For the first time, the 2002 real estate license renewals were offered on-line. A time-saving, easy, and reliable process, the on-line renewals also permitted the use of a charge card to pay for renewal fees.

As an industry, almost 30% of real estate salespersons and brokers chose the on-line renewal method. In hard numbers, of approximately 15,300 licensed brokers and salespersons, 3,800 of you chose the on-line renewal option.

Congratulations! On-line renewal is the way to go, and in the future, will probably be the *only* way to go!

# It's important to file your income tax return early

*Submitted by the State Department of Taxation*

HAPPY NEW YEAR and welcome to another filing season!

Getting your return finished and filed early is especially important this year. The reason? *It MAY take longer to process PAPER returns this year*, even if you use a mailing label.

On November 6, 2002, we successfully implemented the income tax processing component of our Integrated Tax Information Management System (ITIMS). The conversion to the new system went well, but limitations of the OLD system require us to *manually re-enter names, addresses, and other information for many Hawaii taxpayers*.

In addition, more tax return information is being entered now, so we can immediately answer more of your questions!

As a result, *you may experience delays in processing your tax return IF YOU FILE A PAPER RETURN* this year. To avoid delays, **E-FILE!**

*E-filed returns bypass manual processing and speed right*

*on through*. You can even *e-file now and pay later*. No penalties or interest will be assessed if you pay the correct amount of tax in full by the due date.

The Form N-11 used by most Hawaii residents who also file a federal income tax return can be e-filed through the Federal/State Joint Electronic Filing (JELF) program. If you have a paid tax preparer, *talk to your preparer about e-filing your return*. If you do your own return, *visit our website at [www.state.hi.us/tax](http://www.state.hi.us/tax)* for a list of software that support Hawaii e-filing and a list of software providers that provide on-line filing through the Internet.

In addition, *many tax forms can be e-filed via the State's Internet Portal at [www.ehawaii.gov.org](http://www.ehawaii.gov.org)*, including general excise tax returns, transient accommodations tax returns, estimated income tax forms, extension requests, and more! There is a nominal fee of \$2.50 if you pay your tax on-line with an electronic check, or you can pay with your charge card for an additional fee. There is no fee if no payment is made.

For the latest news and information on Hawaii taxes, tax forms and publications, and much more, go to our website at [www.state.hi.us/tax](http://www.state.hi.us/tax). Forms and publications are also available at any district tax office or by calling 587-7572 (toll-free at 1-800-222-7572). For information and assistance, call us at 587-4242 (toll-free at 1-800-222-3229), or contact us by e-mail at [Taxpayer\\_Services@tax.state.hi.us](mailto:Taxpayer_Services@tax.state.hi.us).

## January's committee sessions held on Maui

On January 10, 2003, the Real Estate Commission convened its monthly standing committee meetings in Kahului, Maui. The Commission also held a Real Estate Specialist Office for the Day in conjunction with the meeting. Committee meetings and Real Estate Specialist Office for the Day are held on different islands twice a year as part of the Commission's program of work.

The meetings provide the members of the real estate community with an opportunity to attend the Commission's Laws and Rules Review, Education Review, and Condominium Review Committee meetings usually held on Oahu. Committee members and participants engaged in an interchange of information and questions about various concerns and issues, including obtaining licensure as a real estate salesperson, applying for registration as a continuing education provider, and obtaining a real estate broker's license for a new corporation.

The Commission's recodification attorney and Condominium Specialist were also on hand to meet with interested individuals and organizations.

The Real Estate Specialist for the Day is part of the Commission's program of work which sends staff members to a neighbor island for a day to be available to meet with real estate licensees, prelicense and continuing education instructors, administrators and providers and other related individuals, professionals, and organizations interested in real estate issues. The Commission is scheduling neighbor island committee meetings on the Big Island on Thursday, May 8, 2003, at the Kona Board of Realtors.®

## Real Estate Branch welcomes a returnee and a new employee

Welcome back to Russell Wong, a former real estate specialist, who returns to his old position with the Real Estate Branch. Russell's expertise and legal training will greatly enhance the services the Commission's staff offers.

Another hearty welcome to Tania Nakano, who is the new Real Estate Recovery Fund Clerk. Tania's pleasant personality and excellent customer service will become evident to all those who call or walk-in to the Real Estate Branch. Tania comes to the Real Estate Branch from the Regulated Industries Complaints Office (RICO).

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**This material can be made available to individuals with special needs. Please call the Senior Real Estate Specialist at 586-2645 to submit your request.**

## The Chair's Message

Aloha and Happy 2003!

Renewal year 2002, although hectic, welcomed a new era of efficiency and convenience for licensees. Congratulations to all of you who chose to try on-line renewals for the first time! It looks like many of you took advantage of this new



service. Of the 5,273 real estate brokers, 90% renewed in a timely manner, and a decent 29.11% chose to renew on-line. Of the 10,140 licensed real estate salespersons, 82.84% renewed on time, with 29.85% selecting the on-line method.

This coming year will be an interesting and exciting one for licensees as we plan to revamp some of the continuing education courses and also start to take a look at

prelicensing education. Vern Yamanaka, the vice-chair of the Education Review Committee, along with Patricia Choi, the chair of the Education Review Committee, have been hard at work organizing expert input on the continuing education project that includes decisions on a core course(s) for the new biennium.

A long overdue review of prelicense education is in store to see what can be done to ensure that licensees have proper education and testing applicable to the needs of the real estate professional today.

The Laws and Rules Review Committee is doing stellar work for all licensees with the general public ultimately benefiting from changes spearheaded by the committee. The Laws and Rules Committee chair, Iris Okawa, has become a major force at ARELLO (Association of Real Estate License Law Officials) and is a vital element in the policy making for the Hawaii Real Estate Committee.

While Iris is off making sure that Hawaii is well represented, vice-chair Louis Abrams has been filling in admirably. Internet advertising continues to be an area of focus in the real estate profession. Louis is keeping an eye on this continually changing area of debate. For now, Hawaii real estate licensees should ensure they comply with all real estate advertising laws and rules no matter what media format is used. (See §16-99-11, Hawaii Administrative Rules.)

The much-anticipated condominium recodification bill is still a work in progress. Although a recodification bill will not be submitted to the 2003 Legislature, Condominium Review Committee chairperson Mitchell Imanaka and vice-chair Peter Rice continue to work on details with Gordon Arakaki, the recodification attorney.

Refining of Recodification Preliminary Draft #2 will ultimately result in public hearings in each of Hawaii's counties. Based on any changes resulting from the public hearings, a

final draft of the proposed condominium law recodification will be presented to the 2004 Legislature.

Any comments or concerns? Call 808-586-2644, or write to Mitchell Imanaka and Gordon Arakaki, Real Estate Commission, 250 S. King Street, Room 702, Honolulu, HI 96813, or e-mail [Gordon\\_M\\_Arakaki@dcca.state.hi.us](mailto:Gordon_M_Arakaki@dcca.state.hi.us).

In speaking and dealing with many licensees, the most-read section of the Bulletin is the Administrative Actions section. However, if you take time to read through the whole Bulletin, you will find that the Bulletin contains information key to your practice of everyday real estate and may assist and guide your career as a real estate professional. Please take the time to read it for your own benefit.

For those of you who are not familiar with what the role of the Real Estate Commission is, we invite you to visit the Commission website and take a tour. You will find minutes of the Real Estate Commission meetings as well as the minutes of the Laws and Rules Review Committee, Education Review Committee, and the Condominium Review Committee.

If you click on "laws and rules," you will find the statutes (Chapter 467, Hawaii Revised Statutes) and rule (Chapter 99, Hawaii Administrative Rules) that provide complete guidance regarding licensing, continuing education, conduct, and responsibilities as a real estate licensee. The website address is: [www.state.hi.us/hirec](http://www.state.hi.us/hirec).

*John Chama*

### No pocket card yet?

You renewed on time by the stated November 30, 2003 deadline. Or, you submitted your renewal by the expiration deadline of December 31, 2002. But you have not received your real estate license pocket card yet.

If you *did not* complete the required 10 hours of continuing education courses, your renewal application will not be processed until you submit the original course completion certificates to Licensing Branch.

As of January 1, 2003, your license will be put on inactive status.

To reactivate your license, you must submit the original course completion certificates to confirm that you took the required 10 hours of continuing education courses.

You will also need to submit a Change Form to reactivate your inactive license, a \$25 filing fee, and get your broker (for those of you who are salespersons) to sign you on to their brokerage firm.



## Administrative Actions

### **Fidelity Management, Inc. and Richelle M. Thomason—REC 2000-110-L**

On May 13, 2002, RICO filed a petition for disciplinary action against Respondent Fidelity Management, Inc. and Respondent Thomason, its president and principal broker. Respondent Fidelity Management was the managing agent for a planned unit development project created by the Hawaii Community Development Corporation.

In December 1998, a fire damaged the project, and Respondents made a \$91,543.35 insurance claim against the project's insurer for the cost of remedial construction work. RICO alleged that Respondents deposited the first payment, a check for \$64,436.85, in their client trust account whereas the funds should have been deposited in the project's bank account, which could not have been drawn upon without the signatures of two of the project's directors.

RICO further alleged that in October 1999, the insurance company paid its second payment, a check for \$91,543.35 that was mistakenly written for the entire amount of the claim instead of the unpaid portion of the claim, \$27,106.50. RICO alleged that Respondents should have known about the mistake but failed to bring it to the insurer's attention and deposited this check in Fidelity Management's client trust account whereas it should have been deposited in the project's bank account. RICO alleged that Respondents did not use this check for the benefit of the project but converted the funds for their own use. In addition, RICO alleged that despite a demand for the return of the proceeds of both checks, Respondents returned only \$20,000.

RICO contended that Respondents' conduct violated HRS §467-14(7) (failing within a reasonable time to account for moneys belonging to others), (8) (conduct constituting fraud or dishonest dealings), HRS 467-14 (16) and HAR §16-99-3(v) (converting other people's moneys to the licensee's own use), and HRS 467-14(20) (failure to maintain a reputation for or record of competency, honesty, truthfulness, financial integrity, and fair dealing).

Under terms of a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondents waived their right to a hearing and agreed to the revocation of their real estate broker's licenses. Respondents also agreed to pay a \$5,000 fine and to make restitution in an amount to be agreed upon in pending litigation in the First Circuit Court.

The Commission approved the Settlement Agreement on October 25, 2002.

### **Steven L. Walker and A&B Properties, Inc.—REC 2001-172-L**

RICO alleged that Commercial Properties of Maui, Inc. registered Respondent Walker as a real estate salesperson while he was employed to conduct real estate property management activities for Respondent A&B Properties, an owner-brokerage, in violation of HRS §467-14(6) (acting as a real estate broker representing a broker other than his employer) and HAR §16-

99-3(o) (the principal broker shall advise the Commission in writing when the principal broker or broker in charge is absent from a place of business for more than 14 days). RICO further alleged that while in the employ of Respondent A&B Properties, Respondent Walker entered into a contract on behalf of Respondent A&B Properties with an unlicensed private detective and guard agency to provide services at A&B's Kahului Shopping Center in violation of HRS §436B-19 (16) (6) (aiding and abetting an unlicensed person to perform activities requiring a license). RICO further alleged that Respondent A&B Properties, Inc. failed to register its branch office at 33 Lono Avenue No. 4000, Kahului, Hawaii 96732 in violation of HAR §16-99-3(m); the branch office is currently registered with the Commission.

Respondents elected to settle the matter without a hearing. Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent Walker agreed to pay a \$1,500 fine. Respondent A&B Properties, Inc. agreed to pay a \$1,000 fine.

The Commission approved the Settlement Agreement November 22, 2002.

### **Realty Rentals, Inc. and Bonita A. Scida—REC 99-7-L**

Respondent Scida was principal broker, president, vice president, secretary and treasurer and a director of Respondent Realty Rentals, Inc. On December 23, 1996, a Certificate of State Tax Lien was recorded in the Bureau of Conveyances indicating that Respondent Realty Rentals, Inc. was indebted to the State of Hawaii for general excise taxes in the amount of \$40,899.29 for the years 1991 to 1995 and for the period January to September 1996. According to the State Department of Taxation, there have been no payments toward the delinquent taxes and no agreement has been reached.

The Hearings Officer recommended that respondents' real estate broker's licenses be revoked and that payment of the delinquent taxes be made a condition of relicensure.

The Commission adopted the Hearings Officer's recommendation on November 22, 2002.

### **Daryl R. Gerloff dba Gerloff Realty—REC 2000-138-L**

On June 29, 2002, RICO filed a Petition for Disciplinary Action against Respondent, alleging he violated HRS §§436B-19 (6) (aiding and abetting an unlicensed person to perform activities requiring a license) and (7) (professional misconduct), incompetence, gross negligence, or manifest incapacity in the practice of the licensed profession), 467-14(13) (violating this chapter, chapter 484, 514A, 514E, 515, section 516-71 or 516-D11; or the rules adopted pursuant thereto), and HAR §16-99-3(d) (the licensee shall not be a party to the naming of a false consideration in any document).

Respondent denied he violated the foregoing licensing laws but entered into a Settlement Agreement to compromise disputed claims and avoid the expense of further litigation. Respondent agreed to pay a \$2,000 fine.

The Commission approved the Settlement Agreement on December 13, 2002.

# Scheduled Continuing Education Courses

## Education Calendar

An updated schedule is available at <http://www.state.hi.us/hirec>. Courses are subject to change or cancellation. Please check directly with the provider to confirm date, time, and location.

Courses with a (c) are approved 2001-2002 core courses and receive 4 hours credit. All other courses are electives and receive 3 hours credit. If you are taking courses to reactivate an inactive license this year, you must first satisfy the prescribed continuing education hours of one prior renewal period. The core course for 2001-2002 may ONLY be used for restoration purposes and will count as an elective course. A new core course format is currently being developed for use during the 2003-2004 biennium. If you are restoring a real estate license, telephone the Licensing Branch at 808-586-3000 for specific instructions and information.

In lieu of the core courses, licensees who wish to restore or reactivate a license need at least 10 credit hours of continuing education or 4 continuing education elective courses.

OAHU DATE	TIME	COURSE	PROVIDER	LOCATION	CITY	INSTRUCTOR
2/1/2003	09:00a	HOW TO LIST & SELL BUSINESS OPPORTUNITIES	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	FLORES JR
2/20/2003	01:00p	FEDERAL LAWS THAT AFFECT LICENSEES	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	FLORES JR
2/20/2003	04:00p	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	CHONG
2/20/2003	08:30a	(c) REAL ESTATE LAW UPDATE & ETHICS 2001-2002 COMMERCIAL LAW	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	GOODE JR
2/27/2003	01:30p	UNDERSTANDG CONTRACTS PART II	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
2/27/2003	05:30p	UNDERSTANDG CONTRACTS PART III	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
2/27/2003	08:30a	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
3/3/2003	09:00a	ESSENTIALS OF LISTING	HON. BOARD OF REALTORS	HON. BOARD OF REALTORS	HONOLULU	NISHIHARA
3/10/2003	09:00a	ESSENTIALS OF FINANCE	HON. BOARD OF REALTORS	HON. BOARD OF REALTORS	HONOLULU	LI
3/17/2003	09:00a	ESSENTIALS OF THE DROA	HON. BOARD OF REALTORS	HON. BOARD OF REALTORS	HONOLULU	BARTA
3/19/2003	01:00p	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
3/19/2003	06:00p	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
3/19/2003	09:00a	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
3/27/2003	01:00p	FEDERAL LAWS THAT AFFECT LICENSEES	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	ANDAYA
3/27/2003	04:00p	HOT REAL ESTATE ISSUES 2001/02	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	FLORES JR
3/27/2003	08:30a	© REAL ESTATE LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	CHONG
4/22/2003	01:00p	RESIDENTIAL AND COMMERCIAL EVICTIONS	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	ARAKAKI
4/22/2003	04:00p	HOT REAL ESTATE ISSUES 2001/02	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	FLORES JR
4/22/2003	08:30a	© R.E. LAW UPDATE & ETHICS 2001-2002 RESIDENTIAL SALES ETHICS	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA	HONOLULU	AMBARD
4/23/2003	01:30p	UNDERSTANDING THE LAND USE ORDINANCE: C&C OF HONOLULU	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
4/23/2003	05:30p	UNDERSTANDING VACATION OWNERSHIP/TIMESHARE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
4/23/2003	08:30a	© R.E. LAW UPDATE & ETHICS 2001-2002 RESIDENTIAL SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
5/5/2003	09:00a	ESSENTIALS OF LISTING	HONO. BOARD OF REALTORS	HONO/BOARD OF REALTORS	HONOLULU	NISHIHARA
5/7/2003	08:30a	ACCREDITED BUYER REP. COURSE	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	HALL
5/8/2003	08:30a	ACCREDITED BUYER REP. COURSE	HONO. BOARD OF REALTORS	HONO BOARD OF REALTORS	HONOLULU	HALL
5/9/2003	08:30a	INNOVATIVE MARKETG TECHNIQUES FOR BUYER'S REPS	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	HALL
5/12/2003	09:00a	ESSENTIALS OF FINANCE	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	LI
5/19/2003	09:00a	ESSENTIALS OF THE DROA	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	BARTA
5/22/2003	01:00p	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	CHONG
5/22/2003	04:00p	HOT REAL ESTATE ISSUES 2001/02	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	FLORES JR
5/22/2003	08:30a	(c) REAL ESTATE LAW UPDATE & ETHICS 2001-2002 COMMERCIAL LAW	EDDIE FLORES REAL EST.	UNIVERSITY PLAZA BLDG	HONOLULU	GOODE JR
5/30/2003	01:30p	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
5/30/2003	08:30a	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE

DATE	TIME	COURSE	PROVIDER	LOCATION	CITY	INSTRUCTOR
6/12/2003	01:00p	CONDO DEVELOPMENT PROCESS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
6/12/2003	05:00p	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
6/12/2003	09:00a	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
7/9/2003	01:00p	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
7/9/2003	05:00p	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
7/9/2003	09:00a	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
7/28/2003	09:00a	ESSENTIALS OF LISTING	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	CHONG
8/7/2003	01:30p	HUD, VA AND (NON) JUDICIAL FORECLOSURES	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
8/7/2003	05:30p	UNDERSTANDING THE LAND USE ORDINANCE: C&C OF HONOLULU	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
8/7/2003	08:30a	© R.E. LAW UPDATE & ETHICS 2001-2002 RES. SALES ETHICS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
8/11/2003	09:00a	ESSENTIALS OF FINANCE	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	LI
8/18/2003	09:00a	ESSENTIALS OF THE DROA	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	BARTA
9/10/2003	05:30p	ZONING-ISSUES, PROBLEMS, QUESTIONS, ANSWERS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
9/24/2003	06:00p	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
10/8/2003	01:00p	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
10/8/2003	09:00a	CONDO DEVELOPMENT PROCESS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
10/22/2003	01:30p	UNDERSTANDING CONTRACTS PART I	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
10/22/2003	05:30p	UNDERSTANDING CONTRACTS PART II	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
11/3/2003	09:00a	ESSENTIALS OF LISTING	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	NISHIHARA
11/10/2003	09:00a	ESSENTIALS OF FINANCE	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	LI
11/12/2003	06:00p	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
11/12/2003	09:00a	UNDERSTANDING CONTRACTS PART III	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
11/17/2003	09:00a	ESSENTIALS OF THE DROA	HONO. BOARD OF REALTORS	HONO. BOARD OF REALTORS	HONOLULU	CHONG
12/10/2003	05:30p	PERMITS, PERMITS AND MORE PERMITS: RESEARCHING BUILDING PERMITS & 25+ OTHER PERMITS	ABE LEE SEMINARS	1585 KAPIOLANI STE 1530	HONOLULU	LEE
<b>KONA</b>						
DATE	TIME	COURSE	PROVIDER	LOCATION	CITY	INSTRUCTOR
2/3/2003	01:00p	METHODOLOGIES TO "LISTING" BUYER	KONA BD OF REALTORS	CLARK REALTY	KAILUA-	HALL
2/3/2003	09:00a	ESSENTIALS OF THE DROA	HI ASSN OF REALTORS	CLARK REALTY	KAILUA-	BEGIER
2/10/2003	09:00a	ESSENTIALS OF LISTING	HI ASSN OF REALTORS	CLARK REALTY	KAILUA-	GOODALE
2/17/2003	09:00a	ESSENTIALS OF FINANCE	HI ASSN OF REALTORS	CLARK REALTY	KAILUA-	LEWIS
<b>MAUI</b>						
DATE	TIME	COURSE	PROVIDER	LOCATION	CITY	INSTRUCTOR
2/7/2003	09:00a	METHODOLOGIES TO "LISTING" BUYER	REALTORS ASSN OF MAUI	SANDALWOOD GOLF CSE	WAILUKU	HALL
2/12/2003	10:00a	HAWAII CONDOMINIUM PRINCIPLES	THOMAS J DOUMA	SANDALWOOD GOLF CSE	WAILUKU	DOUMA
2/18/2003	09:00a	ESSENTIALS OF LISTING	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HAY
2/19/2003	09:00a	ESSENTIALS OF THE DROA	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	DUNLOP
2/20/2003	09:00a	ESSENTIALS OF FINANCE	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HOLIDAY
4/15/2003	09:00a	ESSENTIALS OF LISTING	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HAY
4/16/2003	09:00a	ESSENTIALS OF THE DROA	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	DUNLOP
4/17/2003	09:00a	ESSENTIALS OF FINANCE	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HOLIDAY
7/15/2003	09:00a	ESSENTIALS OF LISTING	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HAY
7/16/2003	09:00a	ESSENTIALS OF THE DROA	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	DUNLOP
7/17/2003	09:00a	ESSENTIALS OF FINANCE	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HOLIDAY
10/14/2003	09:00a	ESSENTIALS OF LISTING	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HOLIDAY
10/15/2003	09:00a	ESSENTIALS OF THE DROA	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HAY
10/16/2003	09:00a	ESSENTIALS OF FINANCE	REALTORS ASSN OF MAUI	REALTORS ASSN OF MAUI	KAHULUI	HOLIDAY

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## Continuing Education Providers 2003-2004

PROVIDER	TELEPHONE
ABE LEE SEMINARS	988-3751
AKAHI REAL ESTATE NETWORK LLC	331-5300
BRIAN R THOMAS DBA EDVENTURES	885-2117
COLDWELL BANKER PACIFIC PROPERTIES	947-8217
CONTINUING-ED-ONLINE.ORG	(206) 523-9801
DOWER SCHOOL OF REAL ESTATE	735-8838
DUPLANTY SCHOOL OF REAL ESTATE	737-5509
EDDIE FLORES REAL ESTATE	951-9888
FAHRNI SCHOOL OF REAL ESTATE	486-4166
HAWAII ASSOCIATION OF REALTORS	733-7060
HONOLULU BOARD OF REALTORS	732-3000
JOHN REILLY	John@InternetCrusade.com
KAUAI BOARD OF REALTORS	245-4049
KONA BOARD OF REALTORS INC	329-4874
LISHAN Z. CHONG	524-1505
LYNN W CARLSON	874-4064
REALTORS ASSN OF MAUI INC	873-8585
RUSS GOODE SEMINARS	597-1111
SEILER SCHOOL OF REAL ESTATE	874-3100
THOMAS J DOUMA	879-6000
UNIVERSITY OF HAWAII AT MANOA	956-8244
WAIKIKI REALTY REAL ESTATE SCH	955-8282

# Real Estate Commission 2003 Meeting Schedule

**Laws & Rules Review Committee – 9 a.m.**

**Education Review Committee – 10 a.m.**

**Condominium Review Committee – 11 a.m.**

**Real Estate Commission – 9 a.m.**

Wednesday, March 12, 2003 – Kapuaiwa Room

Monday, April 7, 2003 – Kapuaiwa Room

Thursday, May 8, 2003 – Kona Board of Realtors®

Tuesday, June 10, 2003--Kapuaiwa Room

Wednesday, July 9, 2003 – Kapuaiwa Room

Wednesday, August 13, 2003 – Kapuaiwa Room

Wednesday, September 10, 2003 – Kapuaiwa Room

Wednesday, October 8, 2003 – Kapuaiwa Room

Wednesday, November 12, 2003 – Kapuaiwa Room

Thursday, December 11, 2003 – Kapuaiwa Room

Friday, February 28, 2003 – Kapuaiwa Room

Friday, March 28, 2003 – Kapuaiwa Room

Friday, April 25, 2003 – Kapuaiwa Room

Friday, May 23, 2003 – Kapuaiwa Room Tuesday, June 10,

Friday, June 27, 2003 – Kapuaiwa Room

Wednesday, July 30, 2003 – Kapuaiwa Room

Friday, August 29, 2003 – Kapuaiwa Room

Friday, September 26, 2003 – Kapuaiwa Room

Friday, October 31, 2003 – Kapuaiwa Room

Wednesday, November 26, 2003 – Kapuaiwa Room

Friday, December 12, 2003 – Kapuaiwa Room

All meetings will be held in the HRH Princess Victoria Kamamalu Building, located at 1010 Richards Street, Second Floor, Honolulu, Hawaii.

Meeting dates, locations, and times are subject to change without notice.

Please visit the Commission's website at [www.state.hi.us/hirec](http://www.state.hi.us/hirec) or call the Real Estate Commission's Office at 586-2643 to confirm the dates, times and locations of the meetings.

This material can be made available to individuals with special needs. Please contact the Executive Officer at 586-2643 to submit your request.

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**State of Hawaii  
Real Estate Commission Bulletin  
250 South King Street, Room 702  
Honolulu, Hawaii 96813**

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